

## City of Kent Economic Development

# Industrial Center Assessment

March 2012



## Background and Purpose

The industrial profile provides a strategic assessment of Kent's industrial lands and their importance to Kent and the regional economy. The profile includes data tables and charts, maps, pictures, and a story that informs a targeted course of action for industrial economic development in the Kent Economic Development Plan. The industrial profile is a stand alone document suitable for broad dissemination and reference throughout Plan development. The industrial profile focuses on employment, marquee businesses, development characteristics and regional and national competitiveness.

## Methods

- **Economic analysis** draws from covered employment data and custom data requests supplied by the Puget Sound Regional Council. Occupational employment draws data from the Bureau of Labor Statistics and the Seattle-King County Workforce Development Council.
- **Commercial real estate trends assessment** leverages data from the King County Assessor and regional real estate market data providers such as CB Richard Ellis.
- **Business analysis** draws from stakeholder interviews and Internet research.
- **Industry cluster assessment** draws from national and regional studies and literature.

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This section documents employment trends in Kent's industrial areas and examines leading occupations for manufacturing and transportation sectors.
- **Industrial land assets and development .....7-13**  
This section highlights industrial real estate trends in Kent and across the region as well as local industrial development opportunities. Maps identify key areas in industrial zones that could support additional business growth.
- **Regional competitiveness assessment .....14-16**  
This section examines Kent's industrial competitiveness from a regional perspective. Employment and land use trends in Manufacturing Industrial Centers (MIC) throughout the Puget Sound Region are compared to Kent.
- **Business and industry cluster assessment.....17-22**  
Business assessments provide examples of existing, growing and new marquee businesses located in Kent's industrial area along with documentation of challenges, opportunities and action items. Industry cluster assessments identify impacts, opportunities and challenges for growing clusters in Clean Tech, biomedical device manufacturing among others.

# Industrial Employment and Occupation Profile

# Industrial Area Employment Assets



## Findings

- Industrial area employment peaked in 2007, but overall decreased from 2000-2010. It continues to make up approximately 60% of Kent's total employment.
- Growth from 2009 to 2010 shows all sectors up except Manufacturing, although manufacturing stakeholders are in a growth mode; some cited difficulty recruiting and retaining skilled workers (explaining worker turnover, a lack of work ethic and high-wage expectations). Yet, one family-owned business cited no problems recruiting and retaining quality employees.

## Relevance to Economic Development Goals

- A predictable pipeline of qualified labor will help growing and emerging companies prosper. Identifying and connecting people to resources, such as childcare, commute options/carpool or other resources may remedy issues with reliability and missing work.
- Workforce development organizations and other partners can facilitate pre-qualification assistance, on-the-job training programs, management training and other initiatives to save industry time and expense in recruitment efforts and career placement.

**Exhibit 1**  
**Industrial Area Employment by Sector, 2000 - 2010**



Source: Puget Sound Regional Council (2011)

## Findings

- All occupations in industrial areas are expected to grow, except Aerospace Engineers; however, based on stakeholder interviews, Boeing aerospace-related production and supply chain components are all anticipated to grow.
- The occupations with the highest expected growth are Meat, Poultry and Fish Cutters and Trimmers and Electrical and Electronic Equipment Assemblers. These are the lowest skilled and paid positions in the industrial areas.

## Relevance to Economic Development

- Kent-based Center for Advanced Manufacturing Puget Sound (CAMPS) has strong relationships and industry knowledge to advocate for vocational/trade manufacturing career pathways for K-12 and community college programs.
- The City could supplement CAMPS efforts to determine industry needs across trades, and align experience and skill levels to training programs that are in demand.

## Exhibit 2 Industrial Area Occupational Profile, Select Manufacturing Occupations

Top 15 Manufacturing Occupations Based on King County employment, ranked by projected annual growth, 2014-2019	Total Emp. 2014	Total Emp. 2019	Growth Rate, 2014-2019	Avg. Annual Total Openings, 2014-2019	Median Wage (2009)
1 Shipping, Receiving, and Traffic Clerks	6,883	7,119	0.7%	221	\$ 33,485
2 Team Assemblers	4,426	4,765	1.5%	173	\$ 32,029
3 Purchasing Agents, Except Wholesale, Retail, and Farm Products	4,068	4,321	1.2%	169	N/A
4 Logisticians	3,529	3,704	1.0%	123	\$ 70,837
5 Assemblers and Fabricators, All Other	2,878	3,144	1.8%	122	\$ 30,670
6 Meat, Poultry, and Fish Cutters and Trimmers	2,012	2,260	2.4%	118	\$ 22,226
7 Mechanical Engineers	2,931	3,098	1.1%	114	\$ 82,890
8 Production, Planning, and Expediting Clerks	2,794	2,958	1.1%	109	\$ 45,205
9 Industrial Engineers	2,823	2,917	0.7%	98	\$ 83,122
10 Engineering Managers	3,002	3,122	0.8%	91	\$ 124,665
11 Engineers, All Other	2,775	2,850	0.5%	80	\$ 95,664
12 Electrical and Electronic Equipment Assemblers	1,749	1,948	2.2%	67	\$ 29,446
13 First-Line Supervisors/Managers of Production and Operating Workers	3,607	3,673	0.4%	62	N/A
14 Aerospace Engineers	3,030	2,993	-0.2%	62	\$ 97,870
15 Inspectors, Testers, Sorters, Samplers, and Weighers	2,959	2,997	0.3%	56	N/A
Total, Top Manufacturing Occupations	49,466	51,869	1.0%	1,665	\$ 62,342

Source: WA Employment Security Department (2011)

- Manufacturing occupations secure higher wages overall than T&L, but labor across these sectors can be a shared resource due to transferable skills in supply chain management and logistics management. Incorporating T&L into a Manufacturing career path offers opportunities for career development for a wide range of skills and experience.

Source: WA Employment Security Department (2011)

# Industrial Land Assets & Development



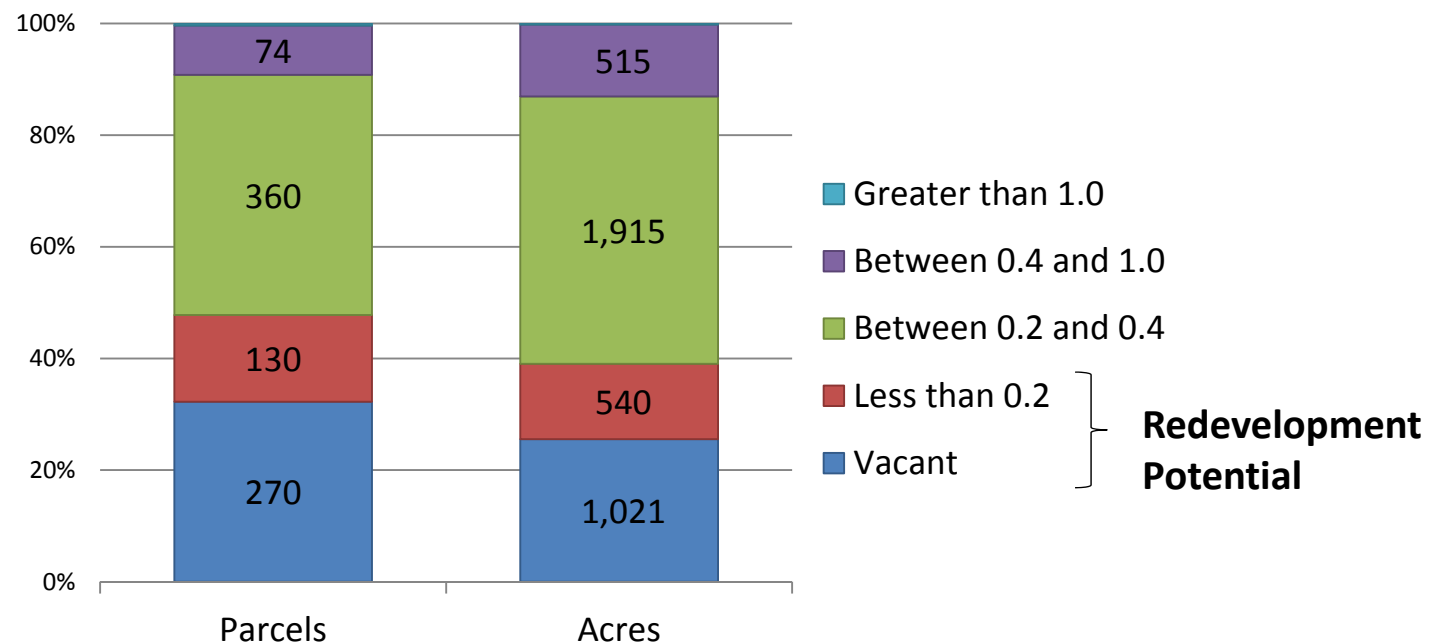
## Redevelopment Potential

- Redevelopable lands include any parcels where existing development has a 0.2 floor-area-ratio (FAR) or below. Industrial zoning districts allow a maximum lot coverage of 50% to 75%; therefore these lots have 50% or more land that is used for parking, distribution or is vacant.
- The industrial areas have 270 vacant parcels totaling over 1,000 acres. This accounts for approximately 25% of total industrial land area in Kent.
- Sites with less existing structures and less than 0.2 FAR total 130 parcels and make up 540 total acres.
- There are approximately 400 parcels and over 1,500 acres of industrial land with potential growth capacity.
- Note: All vacant land within industrial areas is included regardless of land use type.

## Exhibit 4

### Kent Industrial Land Area by FAR Range and Redevelopment Potential, 2011

Acres by FAR



Source: King County Assessor, Community Attributes International (2011)



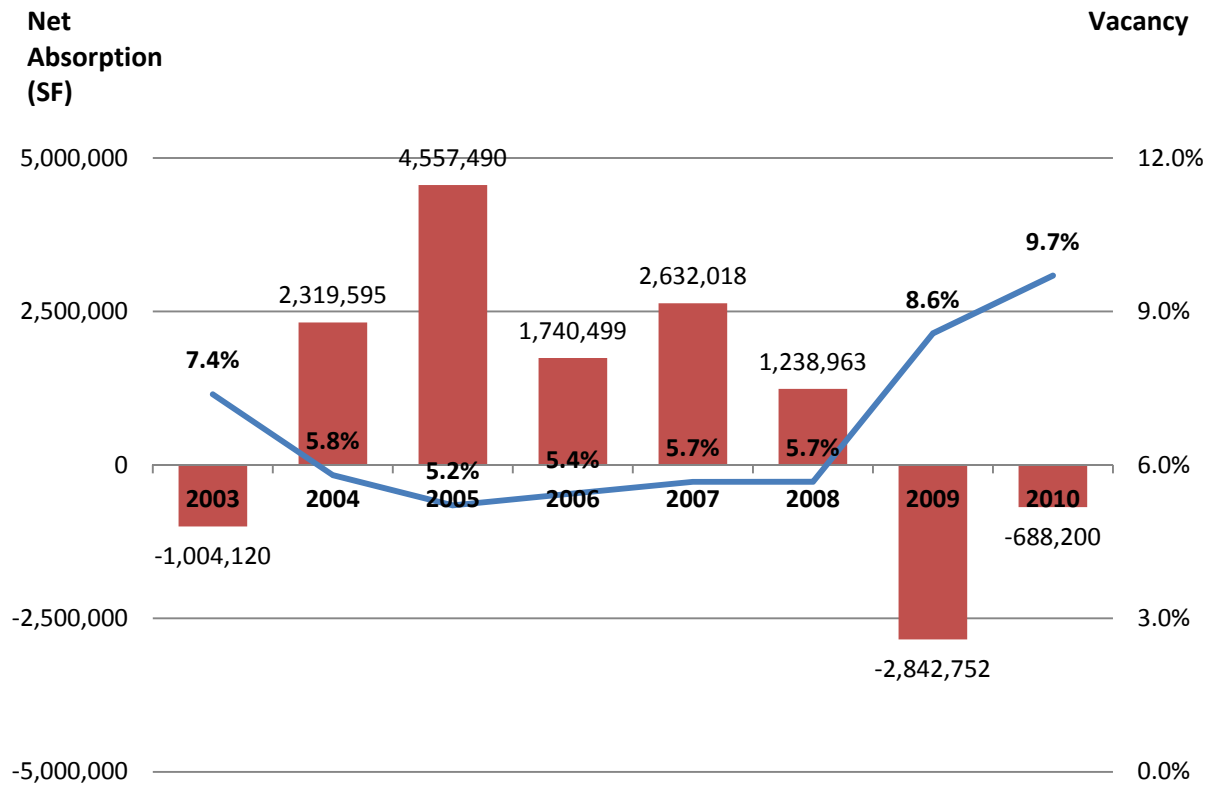
# Industrial Real Estate Trends



## Findings

- Overall, vacancy rates are higher than in past years, absorption rates (given the economy) are low or negative.
- The market softness shown in the data suggests new construction would not be expected until national and regional development cycles improve.

**Exhibit 5**  
**Kent Valley Historical Vacancy and Absorption**



## Relevance to Economic Development

- Although these data seem bleak for absorption, stakeholders are in a growth mode and are already looking for space to expand.
- Targeted outreach with users and brokers to identify site selection criteria and consistent and transparent information about City processes, regulations and fees will be crucial for growing businesses to quickly ramp up.
- Pro-growth commitments from departments such as Public Works, Kent Fire Department, the Regional Fire Authority, Building and Permitting divisions are meaningful to the business community.
- Pro-business initiatives such as evaluating development code standards with pro-business criteria are an option.
- Available and affordable space and central location will continue to position Kent for future growth.

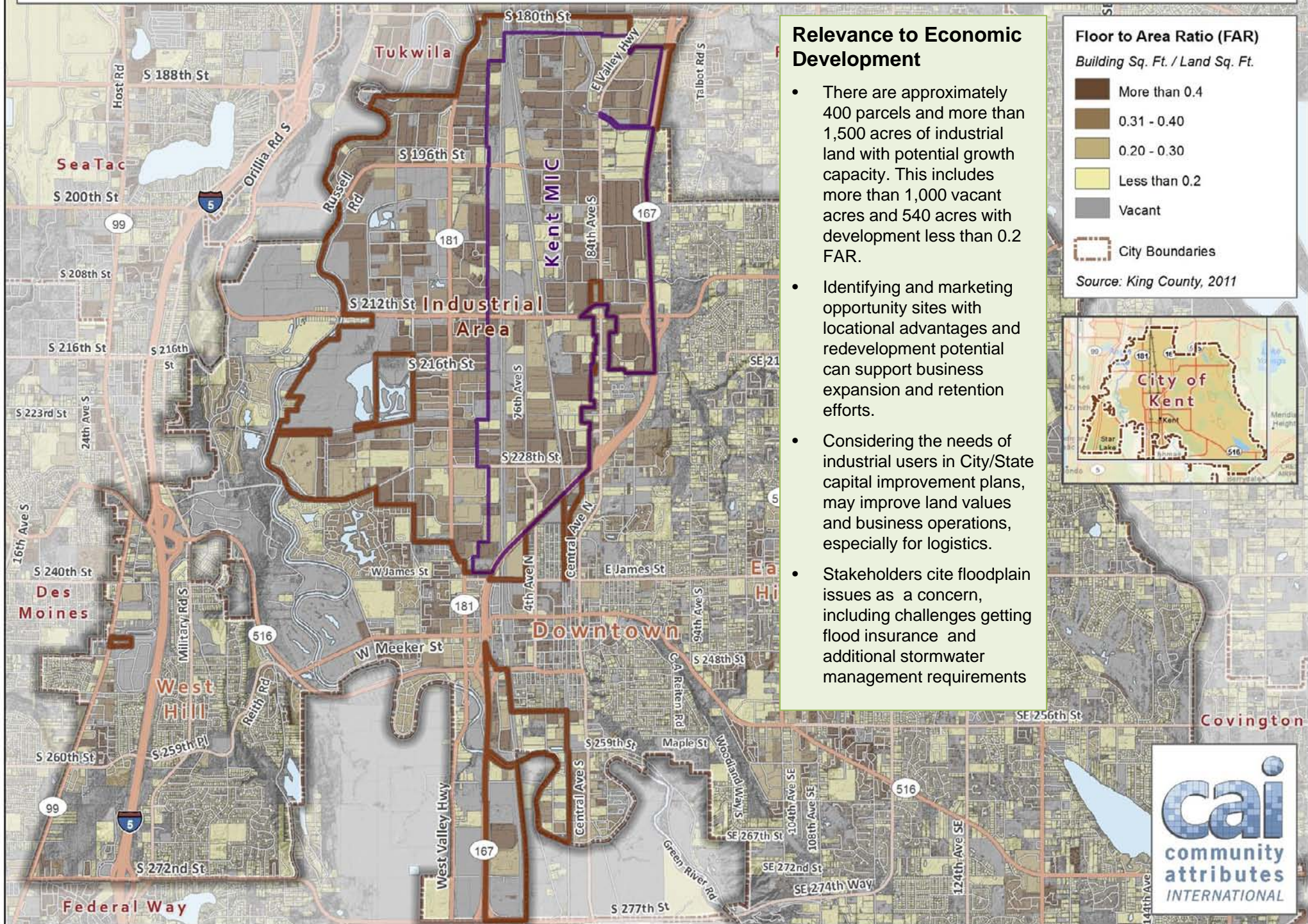
### Notes:

- Net absorption does not always indicate development market characteristics. For example, negative net absorption can occur simultaneously with new construction (when the amount of square feet (SF) vacated exceeds the amount of newly constructed and newly occupied SF).



# Exhibit 6. Industrial Areas Redevelopment Considerations

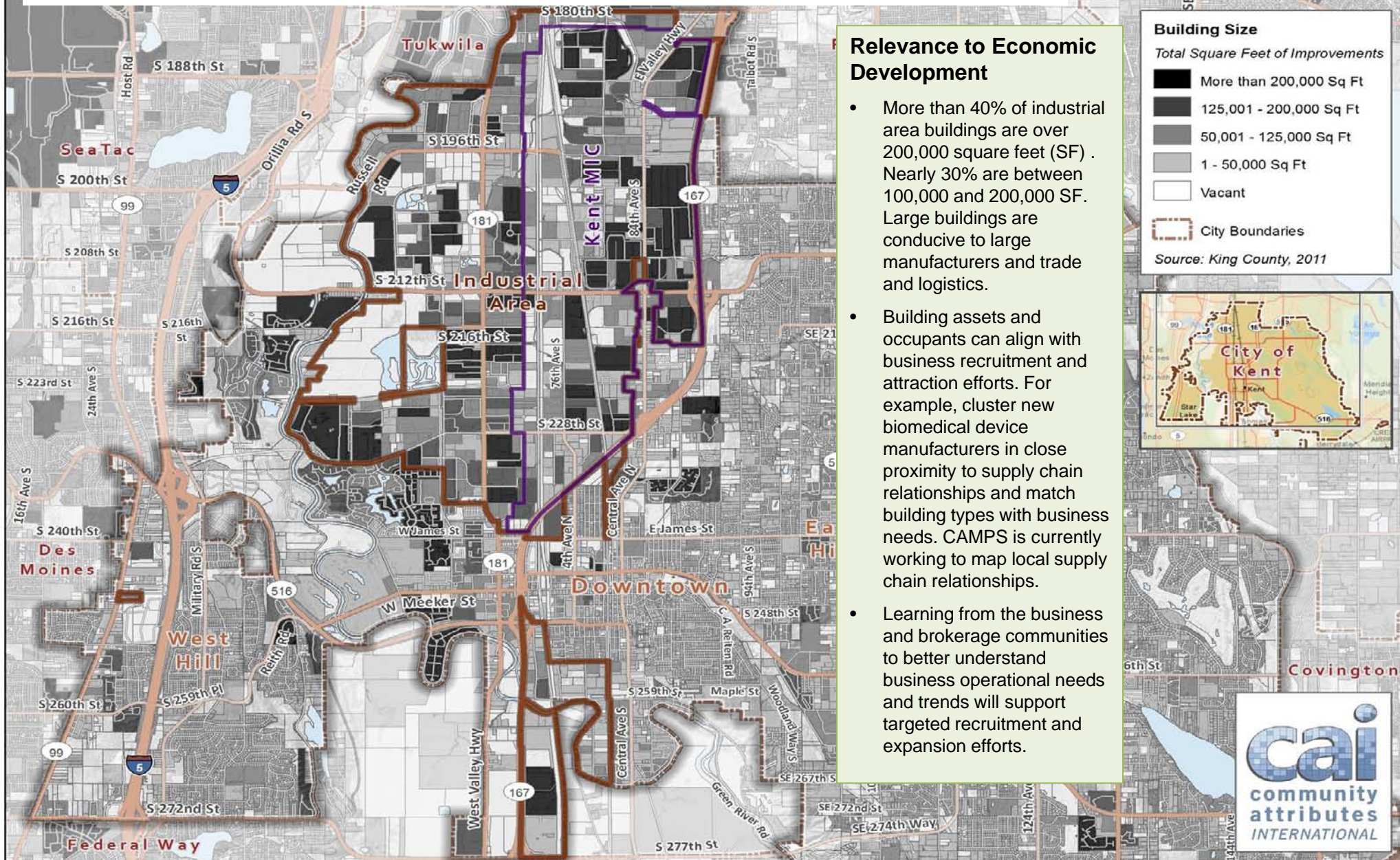
DISCUSSION DRAFT





## Exhibit 7. Industrial Areas Building Size

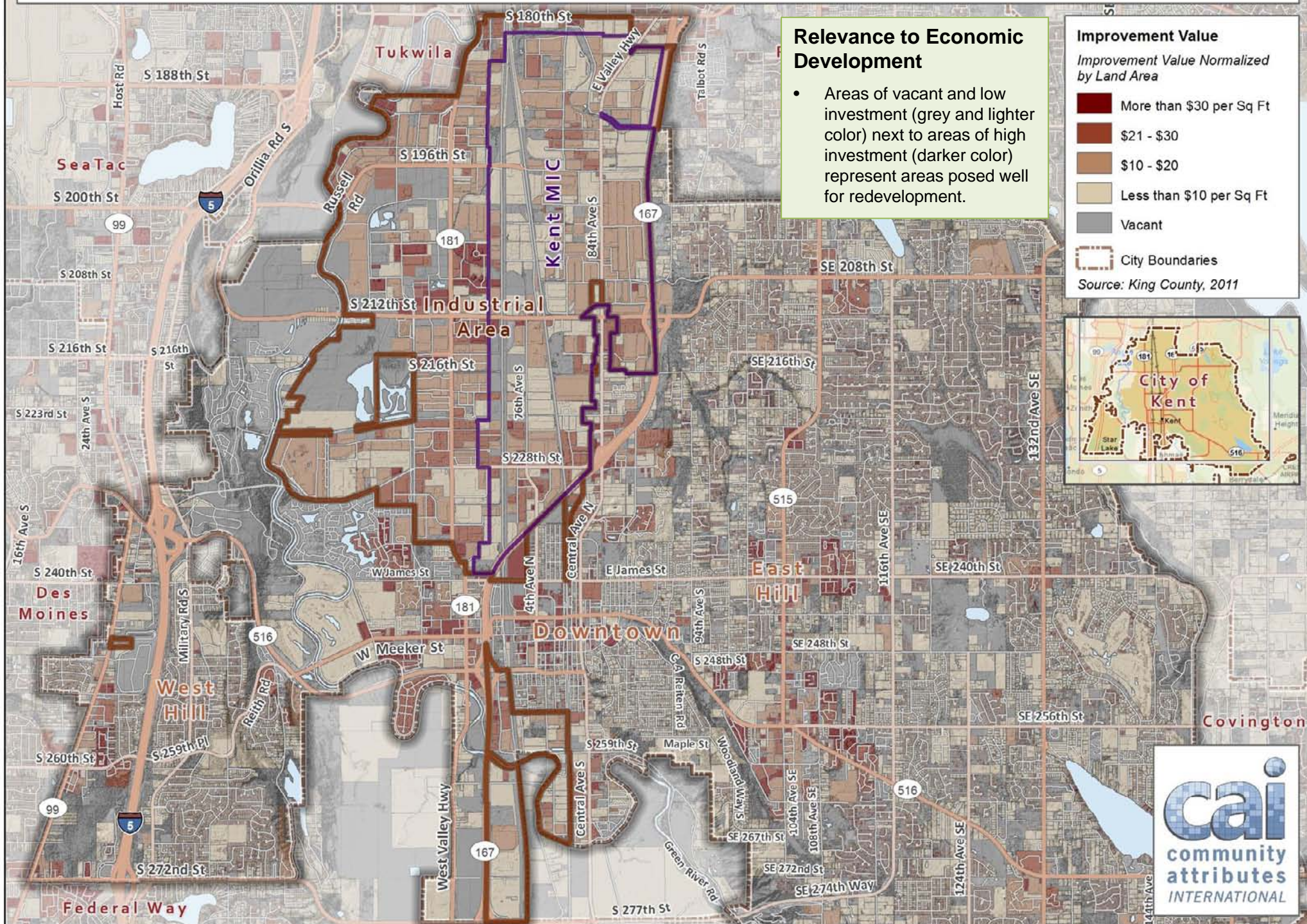
DISCUSSION DRAFT





## Exhibit 8. Industrial Areas Improvement Value

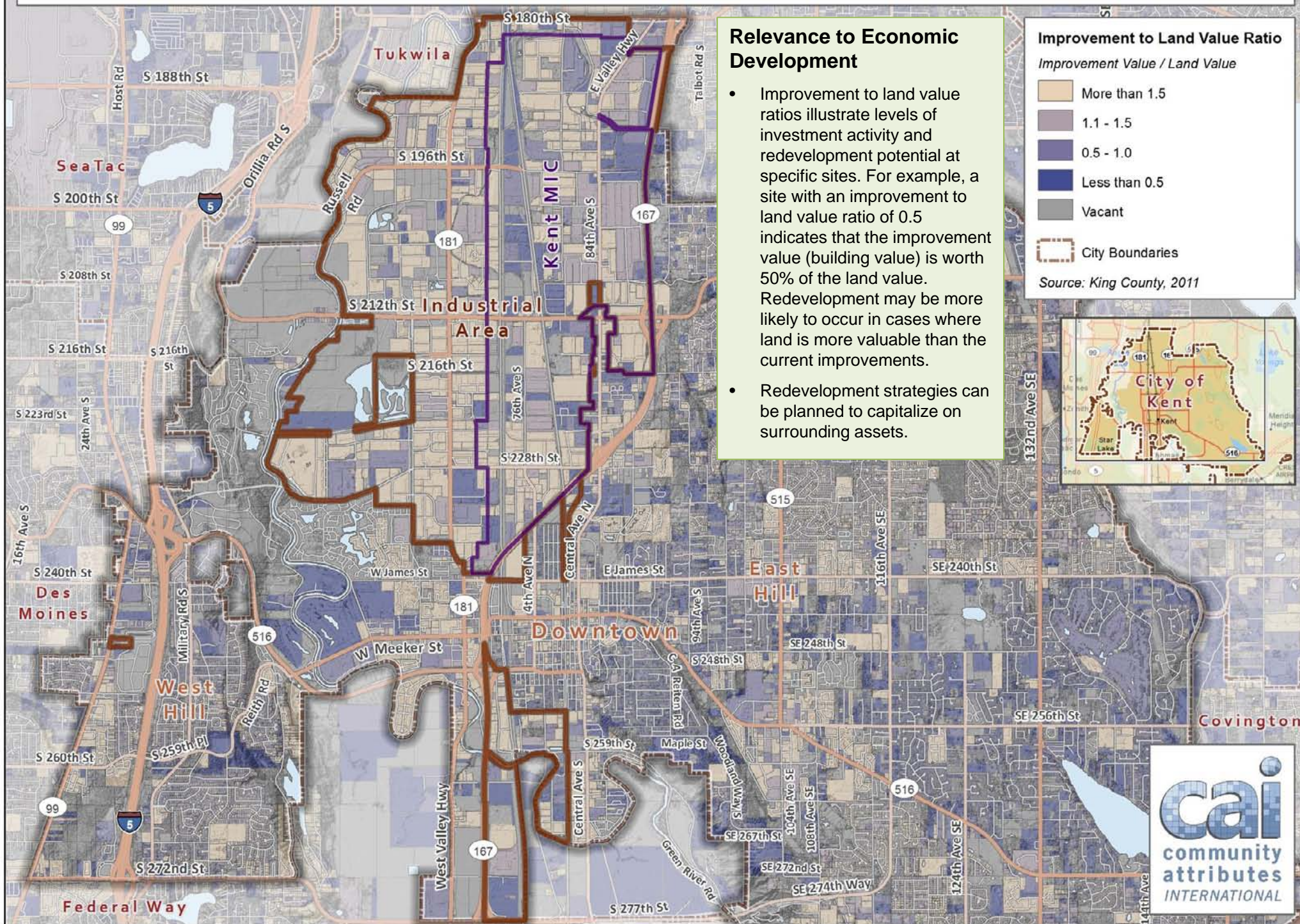
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# Exhibit 9. Industrial Areas Improvement Value to Land Value Ratio

DISCUSSION DRAFT





# Regional Competitiveness Assessment

# Regional Competitiveness: Employment



## Findings

- Kent's employment in industrial areas decreased somewhat from 2000 to 2009 but less so than losses in Duwamish or Port of Tacoma.
- South Kitsap Industrial Area (SKIA), Frederickson, Paine Field, North Tukwila, and Ballard-Interbay experienced positive net increases. Contributing factors to growth in those areas include:
  - New industrial area designated in SKIA
  - Market-driven intensification of industrial land use in Ballard
  - Port of Tacoma investments and private sector growth in Frederickson
  - Aerospace growth in Paine Field (a cyclical trend)
- Kent's Manufacturing Industrial Center (MIC) experienced less decline than its industrial areas overall.

## Exhibit 10 Manufacturing Industrial Center (MIC) Employment Trends, Puget Sound Region, 2000 - 2009

MIC	Employment			Net Change, 2000 - 2009		
	2000	2008	2009	CAGR	Change	% Chg
Kent MIC	15,310	16,850	15,120	-0.1%	(190)	-1%
Kent Industrial Areas	37,760	38,930	35,890	-0.6%	(1,870)	-5%
SKIA	630	980	1,000	5.3%	370	59%
Ballard-Interbay	13,720	14,520	13,950	0.2%	230	2%
Duwamish	64,400	65,330	59,080	-1.0%	(5,320)	-8%
Frederickson	1,660	3,430	3,150	7.4%	1,490	90%
North Tukwila	13,460	14,740	14,350	0.7%	890	7%
Paine Field	35,010	42,480	44,120	2.6%	9,110	26%
Port of Tacoma	14,120	12,390	11,660	-2.1%	(2,460)	-17%
<b>MIC TOTAL</b>	<b>143,000</b>	<b>153,870</b>	<b>162,430</b>	<b>1.4%</b>	<b>19,430</b>	<b>14%</b>
<b>REGION</b>	<b>1,662,880</b>	<b>1,797,150</b>	<b>1,723,190</b>	<b>0.4%</b>	<b>60,310</b>	<b>4%</b>

## Relevance to Economic Development

- Center for Advanced Manufacturing Puget Sound (CAMPS) and industry leaders cite plans for continued growth in manufacturing.
- Kent continues to be a strong location for manufacturing, according to stakeholders.
- In addition to aerospace growth plans, research and development is underway for renewable energy, new generation packaging, nanotechnology and other opportunities for after market parts.
- Stakeholders compared Kent to Seattle and explained Kent's business-friendly atmosphere as a comparative advantage. Additional improvements to communication strategies and transparency in fees and regulations are important to local business planning.



# Regional Competitiveness: Land Use



## Findings

- Kent's total land available for industrial uses is 4,000 acres.
- Vacancy in Kent's MIC is 17%, but the overall vacancy in its industrial areas is higher (26%). This is less than Fredrickson, North Tukwila, Port of Tacoma and SKIA.
- Kent has generally larger parcels than other MICs, which accommodates large site users.
- Median Commercial Floor Area Ratio (FAR) in Kent is less intense than Ballard-Interbay and Duwamish, but higher than all other MICs. FAR is the total square feet of a building divided by the total square feet of the underlying lot. FAR is used in zoning codes to define allowable development area in specific zoning districts.
- Median Assessed Value per square foot is higher than Fredrickson, Paine, Port of Tacoma and SKIA.

## Relevance to Economic Development

- Real estate industry stakeholders encourage industrial users to locate headquarter and office operations in Kent.
- Kent appeals to traditional manufacturing uses but not as much to corporate management and office space due to its industrial heritage. However, corporate headquarters of REI and other non traditional manufacturers like Starbucks' roasting plant can be leveraged to boost Kent's image.

## Exhibit 11 Manufacturing Industrial Center (MIC) Land Use Comparison, Puget Sound Region, 2000 - 2009

Industrial Area	Total Land Acres	Vacant Acres	% Vacant	Median Parcel SF	Total Commercial Building SF	Median Commercial Building Size SF	Median Commercial FAR	Median Assessed Value*\$/SF
Kent MIC	1,840	320	17%	114,700	22,283,000	38,800	0.4	\$ 15
Kent Industrial Areas	3,999	1,021	26%	123,225	46,013,280	44,400	0.4	\$ 17
<b>Other MICs</b>								
Ballard-Interbay	920	170	18%	10,000	11,468,000	7,500	0.7	\$ 55
Duwamish	4,080	660	16%	14,500	46,725,000	14,200	0.6	\$ 38
Fredrickson	2,700	1,670	62%	49,600	1,640,000	9,600	0.1	\$ 5
North Tukwila	1,000	370	37%	71,300	10,266,000	29,500	0.3	\$ 14
Paine Field	8,880	1,230	14%	155,400	11,394,000	4,700	0.0	\$ 6
Port of Tacoma	4,200	1,480	35%	25,700	13,645,000	9,700	0.3	\$ 6
SKIA	3,570	1,770	50%	321,300	218,000	5,600	0.1	\$ 1
<b>MIC Total</b>	<b>27,190</b>	<b>7,683</b>	<b>28%</b>	<b>60,425</b>	<b>117,638,425</b>	<b>9,685</b>	<b>0.3</b>	<b>\$ 10</b>

*Note: Land use categories included are any allowed use in the MIC per Kent's Commercial and Industrial zone development standards per Kent Municipal Code: 15.04.190*

\*Median Assessed Value includes land and improvement value

# Business & Industry Cluster Assessment

# Cluster Industry Firms



Existing Businesses	Type and Sector	Local/Global Impacts	Opportunities and Challenges for Growth
Boeing	Boeing Information, Space & Defense Systems headquartered in Kent	3,100 jobs in Kent* Worldwide annual sales of \$61.B 150,000 jobs in 70 countries**	<ul style="list-style-type: none"> <li>Fortune 500 Company; constantly recruiting; strong brand and international market presence; sensitive to real estate costs. Currently unloading surplus land in Kent. Defense program hq'd in Kent is dependent on federal defense budget.</li> </ul>
PetroCard, Inc.	Petroleum and petroleum products wholesalers	50 employees \$948.87M revenue	<ul style="list-style-type: none"> <li>Location serves as the Corporate Headquarters, Fleet and Fuels Division and Corporate Operations, part of the Bristol Bay Native Corporation</li> </ul>
Interstate Brands Corporation	Food production and wholesale	500 Kent Jobs	<ul style="list-style-type: none"> <li>Pacific northwest production facility and northwest distribution center for Hostess Brands, Inc.</li> </ul>
Columbia Distributing of Seattle, LLC	Beer, Wine & Distilled Spirits Wholesalers	550 Kent jobs 400,000 s.f. facility \$28.9M revenue	<ul style="list-style-type: none"> <li>Major beverage distribution center for Seattle region.</li> </ul>
Sysco Seattle, Inc.	Wholesale of packaged/frozen goods	600 Kent jobs Worldwide annual sales of \$37B 45,000 employees globally	<ul style="list-style-type: none"> <li>Major northwest distribution center headquartered in Kent. Sysco is a Fortune 500 company with distribution located across the United States, Canada and Ireland.</li> </ul>
Hermanson Company, LLP	National headquarters for mechanical construction	\$99M sales 270 Kent jobs	<ul style="list-style-type: none"> <li>Designs, manufactures and installs mechanical contracting equipment; diverse range of clients. Construction industry slowdown is a factor for growth.</li> </ul>

Source: Hoovers, 2011 (unless otherwise stated)

\*The Boeing Company

\*\*New York Times: [http://topics.nytimes.com/top/news/business/companies/boeing\\_company/index.html](http://topics.nytimes.com/top/news/business/companies/boeing_company/index.html)

# Cluster Industry Firms



Growing Businesses	Type and Sector	Local Impacts	Opportunities and Challenges for Growth
Recreational Equipment, Inc. (REI)	Headquarters for outdoor and athletic equipment developer and retailer	\$1.5B Revenue 1200 Kent jobs*	<ul style="list-style-type: none"> <li>Fortune 100 Best Companies to Work for; constantly hiring; recruits enthusiastic workforce; elevates Kent's image and complements daytime residential demographics; plans to grow; relies on retail demand.</li> </ul>
Flow International Corporation	Advanced manufacturing headquarters	\$216.5M Revenue 350 Kent Employees	<ul style="list-style-type: none"> <li>Strong international presence; elevates Kent's image; can be a resource among OEMs in Kent interested in growing into international markets; draw from Kent residents with foreign language and international market experience for labor; offers service linkage to other manufacturers needing advanced waterjet cutting and cleaning systems.</li> </ul>
Blue Origin	Aerospace R&D	\$14.2M Revenue 100 Kent jobs 11 new job openings as of August 2011	<ul style="list-style-type: none"> <li>Constantly hiring and can benefit from partnerships with organizations such as CAMPS. Reliant on specialized market for spacecraft and launch systems.</li> </ul>
Worldwide Distributors	Headquarters for global distributor	\$149M sales 50 jobs	<ul style="list-style-type: none"> <li>Member-owned co-op; requires easy access to facility for buyers; complementary uses for trade show events for vendors and members a plus; affected by overall health of retail sector. Trade show events are all out-of-area.</li> </ul>
New Businesses	Type and Sector	Local Impacts	Opportunities and Challenges for Growth
DITCO	Electro-hydraulics motion control product development	\$1.8M Revenue 15 Kent jobs	<ul style="list-style-type: none"> <li>Full-service manufacturing, training and repair; skilled workforce; supplies diversity of industries; market share.</li> </ul>
Sterlitech Corporation	Biomedical device manufacturing	\$0.88M Revenues 10 jobs	<ul style="list-style-type: none"> <li>Niche-market supplier; supplies diversity of industries. Evolutions in technology require constant R&amp;D.</li> </ul>

Source: Hoovers, 2011 unless otherwise noted.

\*Data provided by REI.

## Findings

- Kent is home to marquee businesses that attract a competitive workforce and elevate awareness of Kent and its benefits.
- Boeing is the top employer with close to 9,800 employees, combined between The Boeing Company and Boeing Australia Ltd.
- Public sector employment is significant with the Kent School District, City of Kent and Maleng Regional Justice Center employing 5,130 people, combined. However, this is just 2.3 public employees per 10,000 residents.
- Other key headquartered companies are: Mikron, REI, Sysco, and Oberto.
- In total, Kent's top ten employers represent approximately 30% of all 2009 employment.

### Exhibit 12

#### City of Kent Top 10 Employers Ranked by Jobs

Top Ten Employers	Jobs
1 The Boeing Company	5,300
2 Boeing Australia Ltd.	4,487
3 Kent School District	3,700
4 City of Kent	800
5 Mikron Industries Inc.	700
6 REI	689
7 Sysco Food Service of Seattle Distribution Center	680
8 Maleng Regional Justice Center	630
9 Sysco Food Service of Seattle Headquarters	600
10 Oberto Sausage Company	447
<b>Total</b>	<b>18,033</b>
% of Total Employment Base	30%

Source: City of Kent Economic Development (2011)

## Relevance to Economic Development

- The presence of marquee businesses, like Boeing, REI and others offer an opportunity to elevate Kent's image. Testimonials from companies with strong brands can promote Kent as a location for business success.
- Stakeholders cite positive relationships with the City overall and a call to consider the effect of all regulatory decisions on local businesses. The following concerns were raised but do not represent consensus:
  - Traffic impact fees and other regulatory and development requirements present hardships for some businesses, while others are highly complimentary of City leadership, staff and processes overall.
  - Utility rates are reportedly higher than in other places.
  - Decisions aren't always made with input from business community. City may not realize unintended consequences of policies.
- The business forums are an opportunity to gather testimonials to recruit future industries and companies.
- Businesses can promote retail and entertainment opportunities to employees and prioritize Kent's venues for their events and trade shows.
- Outreach with employees at marquee businesses may shed light on the type of entertainment, restaurants, and shopping employees prefer (many of them don't live in Kent). Encourage local vendors to offer free or discounted tickets/products to local employees.

Source: Hoover's (2011)

# Leading Companies based on Sales



## Findings

- Companies in Kent demonstrate a diversity of businesses, from outdoor adventure retailer REI to Exotic Metals, specialists in sheet metal applications for the aerospace industry.
- Industrial stakeholders shared a variety of infrastructure needs. The following concerns were raised but do not represent consensus:
  - Unreliable power in certain locations
  - Industrial debris along rights-of-way in industrial area
  - Sand bags and concern over flood hazards and the Howard Hanson Dam
  - Broadband capacity limited in specific locations
  - Lack of connectivity from train station and local transit routes to employment centers
  - Unexpected rate increases to utilities
  - Chronic congestion on Highway 167, congestion on 64<sup>th</sup> and 228<sup>th</sup>; limited visibility on 64<sup>th</sup>

## Relevance to Economic Development

- The Economic Development Business Forum planned in October 2011 offers stakeholders the opportunity to partner with the City to prioritize infrastructure needs in light of budget limitations.
- Communication is important to businesses when utility rate increases or other fees are anticipated. Transparency with the business community will preserve the City's business-friendly reputation.

## Exhibit 13 City of Kent Top 25 Businesses, Ranked by Revenues

	Company Name	Revenues, 2010 (millions\$)
1	Recreational Equipment, Inc.	\$ 1,455.4
2	Petrocard, Inc.	\$ 791.7
3	Kent School District 415	\$ 299.1
4	Flow International Corporation	\$ 173.7
5	Worldwide Distributors	\$ 148.9
6	Hermanson Company, LLP	\$ 98.8
7	NRC Environmental Services, Inc.	\$ 50.0
8	Smith & Greene Company	\$ 47.0
9	Oberto Sausage Company of Oregon	\$ 32.7
10	Global Engineering & Construction LLC	\$ 32.7
11	Omax Corporation	\$ 22.6
12	Long Painting Company	\$ 22.5
13	Exotic Metals Forming Company LLC	\$ 22.1
14	Netig LLC	\$ 22.0
15	Truesoups, LLC	\$ 21.8
16	Patient Accounting Service Center LLC	\$ 20.8
17	J. C. Wright Sales Co.	\$ 18.7
18	Reeb Millwork Corporation - Northwest	\$ 17.2
19	Blue Origin, LLC	\$ 17.1
20	Distribution Resources, Inc.	\$ 17.0
21	Romaine Electric Corporation	\$ 16.0
22	Click Wholesale Distributing, Inc.	\$ 16.0
23	Gcm North American Aerospace LLC	\$ 15.2
24	Tri-Med Ambulance LLC	\$ 15.2
25	Beacon Plumbing & Mechanical	\$ 15.0

Source: Hoovers.com

# Regional Economic Clusters & Kent Opportunities



Industry Cluster	Economic Highlights	Kent Opportunities	Kent Challenges	Action Items
<b>Aerospace</b> Includes aircraft and instrument manufacturing, military and space technologies.	<ul style="list-style-type: none"> <li>Boeing is the top employer in Kent. Boeing has two facilities that provide close to 9,800 jobs (City of Kent)</li> <li>Aerospace employment is nearly 10 times more concentrated in the Puget Sound region than the nation (PSRC)</li> </ul>	<ul style="list-style-type: none"> <li>Capacity for additional growth in industrial areas</li> <li>Local supply chain companies are Boeing certified and are pursuing secondary market licensing for Boeing products</li> <li>Attracts highly skilled workforce</li> </ul>	<ul style="list-style-type: none"> <li>Stakeholders cite concern over dependence on Boeing and recommend that recruitment efforts take into consideration complementary supply chain companies and industries</li> </ul>	<ul style="list-style-type: none"> <li>Partner with CAMPS to identify emerging industries ,e.g. next generation packaging, nano-technology, and renewable energy.</li> <li>Partner with Boeing and workforce development groups to facilitate training and placement services and establish career pathways</li> </ul>
<b>Clean Technology</b> Manufacturing and consultant services, and some utility functions focused on renewable energies and energy efficiency.	<ul style="list-style-type: none"> <li>Nearly 23,000 clean-tech jobs region-wide, 75% in King County. Clean-tech jobs forecasted to grow 1.4% annually, nearly 15% from 2008 – 2017 (PSRC)</li> <li>Asia Pacific currently holds largest share of Cleantech companies</li> </ul>	<ul style="list-style-type: none"> <li>Availability of land for renewable energy users</li> <li>Central location</li> <li>Transferable skills among workforce</li> </ul>	<ul style="list-style-type: none"> <li>Emerging sector; capital intensive</li> <li>Requires aggressive public policies and incentives to reduce market barriers, such as low land leases for publically-owned property and infrastructure investments.</li> </ul>	<ul style="list-style-type: none"> <li>Partner with CAMPS to support efforts to develop a clean tech niche (wind, solar power and smart grid)</li> </ul>
<b>Information Technology</b> Includes a range of software and hardware development.	<ul style="list-style-type: none"> <li>Professional, scientific and technical services provide 2,000 jobs in the city (PSRC, CAI)</li> <li>This sector represents some of Kent's high-tech R &amp; D employers.</li> </ul>	<ul style="list-style-type: none"> <li>Regional strength</li> <li>Offers jobs for highly skilled professionals</li> </ul>	<ul style="list-style-type: none"> <li>Broadband infrastructure is limited in key locations.</li> <li>IT workforce may prefer more urbanized atmosphere</li> </ul>	<ul style="list-style-type: none"> <li>Discuss specific needs and locations for broadband capacity and work with industrial leaders to determine priority and the City's role</li> </ul>
<b>Life Sciences</b> Biomedical and biotech R&D, manufacturing, operations and services.	<ul style="list-style-type: none"> <li>Kent ranks among the top five Washington cities for most biomedical device firms (WA Biotechnology and Biomedical Association)</li> <li>Statewide impact of Puget Sound biomedical cluster is more than \$5B (WBBA)</li> </ul>	<ul style="list-style-type: none"> <li>Offers jobs for highly skilled professionals</li> <li>Strong local companies, such as Hermanson whose clients include Harbor, Swedish and the VM hospital, manufactures a variety of products including medical device equipment</li> </ul>	<ul style="list-style-type: none"> <li>Skilled workforce may prefer more urbanized atmosphere</li> </ul>	<ul style="list-style-type: none"> <li>Consider focus group work to determine needs of the industry and lifestyle preferences for professional workforce</li> <li>Coordinate with eSeattle to expand attraction efforts</li> </ul>
<b>Logistics and International Trade</b> Transportation, shipping, storage and regional and worldwide distribution.	<ul style="list-style-type: none"> <li>Washington total exports and imports are two times higher than the average US state (Seattle Trade Alliance)</li> <li>Supply chain risks; environmental concerns with green house gas emissions, emerging markets, regulations all affect the sector; important facilitator of international economic growth</li> </ul>	<ul style="list-style-type: none"> <li>Flexible warehouse space</li> <li>Jobs for lower skilled workers</li> <li>International population may offer language and market knowledge</li> <li>Lean logistics, new generation containers</li> </ul>	<ul style="list-style-type: none"> <li>Congestion</li> <li>Regional and international competition</li> <li>Constant need to innovate and evolve</li> </ul>	<ul style="list-style-type: none"> <li>Encourage participation of Logistics &amp; Trade firms in business forums and outreach efforts to understand unique needs.</li> <li>Partner with Trade Alliance</li> </ul>



# Industrial Area Compatible Uses & Amenities



Potential Use	Case Study	Opportunity for Business	Opportunity for Workers
<b>Industrial arts park &amp; resale center</b>	<a href="#">Olympic Sculpture Park, Seattle</a>  <a href="#">Los Angeles State Historic Park</a>	<p>Uses abandoned industrial equipment for outdoor public art or resale</p> <p>Attracts young, innovative workforce</p> <p>Provides industrial resale/recycling opportunity</p>	<p>Provides a unique amenity that celebrates Kent's past and attracts industrial artists to purchase industrial surplus goods and visit Kent.</p>
<b>Recycling center &amp; sustainable tourism</b>	<a href="#">Projeto Reciclã, Sao Paulo, Brazil</a>	<p>Recycles used oils from industrial kitchens and transforms them into biodiesels</p> <p>Creates a niche for markets such as renewable energy and compostable material recycling</p>	<p>Allows for facility tours as an attraction; creates jobs.</p> <p>Aligns with sustainability and educational goals.</p>
<b>Outdoor fitness course</b>	<a href="#">Elmwood Fitness Park Omaha, NE</a>	<p>Enhances image of industrial users; attracts young, active workforce</p> <p>Uses local industrial metal working expertise to design and manufacture equipment</p>	<p>Provides active recreational amenity near employment centers; engages existing employees in focus group sessions to select fitness equipment.</p>
<b>Renewable energy manufacturing</b>	<a href="#">Fraunhofer Institute Bremerhaven, Germany</a>	<p>Leverages CAMPS Alternative Energy Markets Program</p>	<p>Takes advantage of transferable skills from manufacturing labor pool and available land.</p>
<b>Agri-science high tech district</b>	<a href="#">Yangling District Yangling City, China</a>	<p>Uses of hydraulics; other advanced manufacturing systems</p>	<p>Provides high skilled jobs; incorporates public /retail elements, such as Yangling's Insect Museum; draws from Kent's agrarian past, high tech workforce pool and emerging industries.</p>
<b>Eco-industrial Tourism</b>	<a href="#">Detroit Port Authority Detroit, MI</a>	<p>Reinvents stigma into an attraction</p> <p>Leverages emerging cluster industry</p>	<p>Allows for facility tours as an attraction; creates jobs.</p>
<b>Skate Park, BMX &amp; roller blade park</b>	<a href="#">Extreme Park Louisville, KY</a>  <a href="#">Marseille Skate Park, France</a>	<p>Attracts young, active workforce</p>	<p>Presents a compatible use for young and active workforce; locating in industrial area or near business park areas reduces disturbance in traditional parks in residential areas.</p>